

A photograph of a space shuttle on the launch pad at dusk. The shuttle is illuminated by ground lights, and its reflection is visible in the water in the foreground. The sky is a mix of orange, purple, and blue.

VIRTUAL Small Business Makes a BIG Difference: LAUNCHING EQUITY IN PROCUREMENT

October 6, 2022

2
Welcome

3
Overview

4
Agenda

5
Speakers

6
Networking Participants

7
Networking Room Schedule

8
NASA OSBP Contact Page

WELCOME



Glenn A. Delgado

Associate Administrator
NASA Office of Small
Business Programs

The National Aeronautics and Space Administration (NASA) Office of Small Business Programs (OSBP) is pleased to welcome you to our virtual outreach event entitled: **Small Business Makes a BIG Difference: Launching Equity in Procurement**. Small businesses have always been a critical part of every NASA mission. The primary mission of the NASA Office of Small Business Programs is to increase the representation of small businesses in the Agency's contracting efforts. These efforts encompass all federally recognized socio-economic small business categories. OSBP works hard to make sure each category of small business has an opportunity to bid on NASA procurements.

Over the years, the dollars awarded to small businesses has increased significantly. Specifically, between fiscal year FY17 and FY21, dollars awarded directly to small business increased by \$741M or 27%. At the same time our prime contractors increased awards to their small business partners by an additional \$904M or 32%. The total number of prime and subcontracting dollars awarded, increased by almost \$1.7B or 29.8%. This increase is a testament to the growing availability of opportunities for small businesses at NASA.

NASA is committed to strategically and successfully mitigating systemic barriers to equity in Agency contracts. **Small Business Makes a BIG Difference: Launching Equity in Procurement** is an opportunity for industry to learn how to do business with the Agency; and to engage with NASA prime contractors.

Whether you are a small business that wants to network with NASA prime contractors or a large business seeking teaming opportunities with small businesses; we welcome you and look forward to partnering with you. This event will provide an opportunity for small businesses to how to successfully break into the federal government contracting arena and learn tips, tools, and resources on doing business with the Agency.

It is my hope that your experience at today's event will be engaging and foster long-lasting connections that will help NASA and its small business community thrive and continue a legacy of innovation and inspiration for future generations. Please be sure to provide feedback on ways that OSBP can connect and engage with small business.

To learn more about the NASA Small Business Program, visit: <https://www.nasa.gov/osbp>.

We are thankful for your continuous support and hope that you thoroughly enjoy this event!

Sincerely,

A handwritten signature in black ink that reads "Glenn A. Delgado". The signature is fluid and cursive.

Glenn A. Delgado
Associate Administrator
NASA Office of Small Business Programs

OVERVIEW

Join the NASA Office of Small Business Programs (OSBP) for tips, tools, and resources on doing business with the Agency and beyond!

NASA is a U.S. Government agency responsible for science and technology related to air and space. NASA opened for business in 1958; and since that time small businesses have been a critical part of Agency missions.

NASA is committed to strategically and successfully mitigating systemic barriers to equity in acquisition. **Small Business Makes a BIG Difference: Launching Equity in Procurement** is an opportunity for industry to learn how to do business with the Agency; and to engage with NASA Center prime contractors.

NASA's Space Launch System (SLS) rocket with the Orion spacecraft aboard at NASA's Kennedy Space Center in Florida.



About the NASA OSBP and Center Small Business Specialists Networking Session

Are you interested in doing business with NASA? Do you have a product or service that will help propel our nation forward into a new space age and beyond? NASA is committed to increase engagement with stakeholders in underserved communities, particularly those in HUBZone (Historically Underutilized Business Zones), Small Businesses, Small Disadvantaged Businesses, Women-Owned, and Service-Disabled Veteran-Owned Small Businesses. If you are in an underserved community and are interested in doing business with NASA, attend the NASA OSBP and Center Small Business Specialists Networking Session to unpack how you can become a NASA Prime or Subcontractor. We will provide you information on how your firm can position itself to support NASA and help propel NASA and our nation forward into aeronautics, space, and beyond. Attendees will learn how to connect with OSBP, locate and contact the appropriate NASA small business specialist, and how to match your company's primary NAICS code with a NASA Center NAICS code. In addition, this networking session will also discuss how companies can identify procurement opportunities and the necessary steps required when entering into the government contracting arena. Join us! This is an opportunity that you do not want to miss!

About the NASA Center Prime Contractors Networking Session

Do you want to become a Prime or Subcontractor at NASA? You are invited to join us for the NASA Center Prime Contractors Networking session. We are pleased to announce that attendees will be able to directly engage with some of NASA's Top Prime Contractors. Attendees can expect to learn how the Prime Contractors broke through barriers in the federal government and successfully secured a contract. The NASA Center Prime Contractors Networking Session will also focus on open opportunities that are currently available for business owners and entrepreneurs interested in partnering with NASA Primes. This is an excellent educational and networking opportunity open to all businesses, small or large, and all socio-economic categories.

Agenda

10:00 a.m. – 12:00 p.m. ET: Small Business Education Session

1:00 p.m. – 3:30 p.m. ET: Networking with...

1. NASA OSBP and Center Small Business Specialists
2. NASA Center Prime Contractors

AGENDA

THURSDAY, OCTOBER 6

10:00 a.m.

Welcome

Mistress of Ceremony

Ms. Truphelia M. Parker, Program Specialist
NASA Office of Small Business Programs

10:02 a.m.

Housekeeping

Ms. Briana L. Goins, Contractor Program Manager
NASA Office of Small Business Programs

10:05 a.m.

Welcome from NASA Kennedy Space Center

Mr. Edwin Martinez, Deputy Director, Procurement
NASA Kennedy Space Center

10:10 a.m.

Welcome Remarks from the NASA Office of Small Business Programs and How to Do Business with NASA

Mr. Glenn A. Delgado, Associate Administrator
NASA Office of Small Business Programs

10:25 a.m.

Update from NASA Office of Procurement

Mr. Marvin L. Horne, NASA Deputy Assistant Administrator for Procurement
Agency Procurement Ombudsman / Competition Advocate
NASA Office of Procurement

10:40 a.m.

Mission Equity Overview

Mr. Xaivian L. Raymond, Special Assistant for Engagement and Equity
NASA Headquarters

10:50 a.m.

Update from the National 8(a) Association

Mr. Ron Perry, President
National 8(a) Association

11:05 a.m.

Mission Equity at Work Panel

MODERATOR: Ms. Joyce C. McDowell, Small Business Specialist
NASA Kennedy Space Center

Ms. Sandra Cepeda, CSSA Executive Advisor
Cepeda Systems & Software Analysis, Inc. (HUBZone)

Mr. Chad Drummond, President and Chairman of the Board
Drummond Carpenter, PLLC (SDVOSB)

Ms. Denise S. Navarro, President
Logical Innovations, Inc. (WOSB)

11:25 a.m.

Q&A

MODERATOR: Ms. Joyce C. McDowell, Small Business Specialist
NASA Kennedy Space Center

11:50 a.m.

Networking Overview and Instructions

Ms. Natalie B. Colvin, Small Business Specialist
NASA Kennedy Space Center

11:55 a.m.

Closing Remarks

Mr. Charles T. Williams, Program Manager
NASA Office of Small Business Programs

12:00 p.m.

Break

1:00 p.m.

Networking Sessions with NASA and Prime Contractors
(1:00 p.m. to 3:30 p.m.)

SPEAKERS



Sandra Cepeda
President/CEO
Cepeda Systems & Software
Analysis, Inc. (HUBZone)



Joyce C. McDowell
Small Business Specialist
NASA Kennedy Space Center



Natalie B. Colvin
Small Business Specialist
NASA Kennedy Space Center



Truphelia M. Parker
Program Specialist
NASA Office of Small Business
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Glenn A. Delgado
Associate Administrator
NASA Office of Small Business
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Ron Perry
President
National 8(a) Association



Chad Drummond
President and Chairman
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Drummond Carpenter,
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Dr. Xaivian L. Raymond
Special Assistant to the Senior
Advisor for Engagement and Equity
NASA Headquarters



Marvin L. Horne
NASA Deputy Assistant
Administrator
NASA Office of Procurement



Denise S. Navarro
President
Logical Innovations, Inc. (WOSB)



Edwin Martinez
Deputy Director, Procurement
NASA Kennedy Space Center



Charles T. Williams
Program Manager
NASA Office of Small Business
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Jared Ross

CyPrESS Program Manager and NASA IT

Subcontracts Program Manager

Leidos, Inc.

NASA's SpaceX Crew-5 Falcon 9/Dragon Rollout to Launch Pad



NETWORKING ROOM SCHEDULE

Networking Room #1 – NASA OSBP *“The State of Small Business at NASA”* 1:00 p.m. – 3:30 p.m.

Time	Headquarters	Title	Center	Small Business Specialist
1:00 p.m. ET	Robert Medina Richard Mann	Program Manager Program Manager	ARC/AFRC GSFC MSFC	Christine Munroe Kandace Chappell David Brock
1:30 p.m. ET	Robert Medina Richard Mann	Program Manager Program Manager	GRC ITPO/LARC SSC	Eunice Adams-Sipp Robert Betts Kay Doane
2:00 p.m. ET	Charles Williams Truphelia Parker	Program Manager Program Specialist	GSFC KSC JSC	Jennifer Perez Joyce McDowell Monica Craft
2:30 p.m. ET	Charles Williams Truphelia Parker	Program Manager Program Specialist	GSFC JSC NSSC	Sholainka Martyn Robert Watts Troy Miller
3:00 p.m. ET	Robert Medina Truphelia Parker	Program Manager Program Specialist	GSFC JSC KSC	Djaataa Onanuga Tumarrow Romain Natalie Colvin

Networking Room #2 – Center Prime Contractors *“Doing Business with NASA and its Primes”* 1:00 p.m. – 3:30 p.m.

Time	Presenter	Company	Title	Web site / E-mail	Center	SB/OTS
1:00 p.m. ET	Steve Owens	a. i. solutions, Inc.	Deputy Program Manager, ELVIS 3	www.ai-solutions.com bobby.s.owens@nasa.gov	KSC	OTS
1:15 p.m. ET	Dr. Chris Fannin	Analytical Mechanics Associates	Vice President	www.ama-inc.com christopher.a.fannin@nasa.gov	LARC	SB
1:30 p.m. ET	Dr. Fernando De La Peña Llaca	Aexa Aerospace	President and Chief Executive Officer	www.aexa.com fernando@aexa.com	JSC	SB
1:45 p.m. ET	Denise Navarro	Logical Innovations, Inc.	President/CEO	www.logical-i2.com dnavarro@logical-i2.com	ARC/ AFRC	SB
2:00 p.m. ET	William Medicott	GDIT	Small Business Advocate	https://www.gdit.com Wiliam.medlicott@gdit.com	NSSC	OTS
2:15 p.m. ET	Angela Lee	Syncom Space Services	Acquisitions Supervisor	www.syncomspaceservices.com angela.m.lee@nasa.gov	SSC	OTS
2:30 p.m. ET	JoAnn Belt	Jacobs Space Explora- tion Group (JSEG)	Small Business Liaison Officer	www.jseg.space Joann.belt@nasa.gov	MSFC	OTS
2:45 p.m. ET	Jared Ross	Leidos, Inc.	CyPrESS Program Manager and NASA IT Subcon- tracts Program Manager	www.leidos.com jared.d.ross@nasa.gov	GRC	OTS
3:00 p.m. ET	Dr. Madhavi Bathula Vijay Bathula	Halvik Corp.	CEO President	www.halvik.com mbathula@halvik.com	ITPO	SB
3:15 p.m. ET	Frank LeQuang	N4 Solutions, LLC	President and Chief Executive Officer	www.n4solutionsllc.com frank.lequang@n4solutionsllc.com	GSFC	SB

KEY: **AFRC:** Armstrong Flight Research Center; **ARC:** Ames Research Center; **GRC:** Glenn Research Center; **GSFC:** Goddard Space Flight Center; **JSC:** Johnson Space Center; **KSC:** Kennedy Space Center; **LaRC:** Langley Research Center; **MSFC:** Marshall Space Flight Center; **NSPIRES:** NASA Solicitation and Program Integration, Review and Evaluation System; **NSSC:** NASA Shared Services Center; **O&M:** Operations and Maintenance; **OSBP:** Office of Small Business Programs; **OTS:** Other Than Small Business; **SB:** Small Business; **SBIR/STTR:** Small Business Innovative Research/Small Business Technology Transfer; **SBS:** Small Business Specialist; **SSC:** Stennis Space Center

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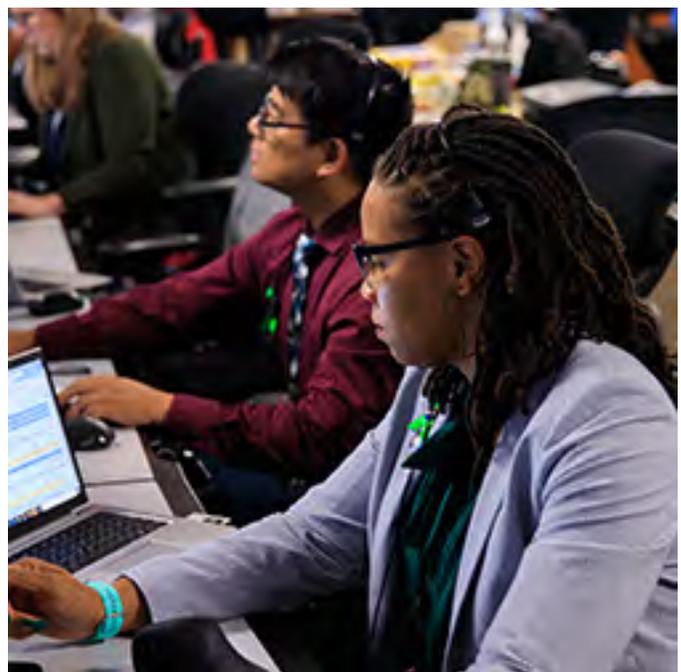


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Members of the Artemis I launch team are at their consoles.





NASA's Artemis I flight test is the first integrated test of the agency's deep space exploration systems: the Orion spacecraft, SLS rocket, and supporting ground systems.

OFFICE OF **SMALL BUSINESS** PROGRAMS ...where small business makes a **BIG** difference

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SOCIAL MEDIA ENGAGEMENT

#launchingequity #PartneringwithNASA
#Procurement #NASASmallBiz
#DEIA #WOSBNASA
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#NASAOSBP #SDVOSBNASA



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